

**University Archives and Records
University of Pennsylvania**

**Development Office
Program for the Eighties Records, 1966-1981**

UPF 5.32

3 Cubic ft.

Access is granted in accordance with the [Protocols for the University Archives and Records Center](#).

INVENTORY

- Box 2 Proposal to Create the Louis I. Kahn Collection: Architectural Archives, 1978
(looseleaf binder)
- Memorandum on the Edna and Monroe C. Gutman Center (Graduate School of Fine Arts), March 1978 (looseleaf binder)
- Research Investigators' Handbook, Office of Research Administration, 1977
(looseleaf binder)
- A Proposal: The Case for the Renovation of Dietrich Hall, Headquarters of the Wharton School, University of Pennsylvania, 1978-1981 (looseleaf binder)
- Campaign Operating Committee - Individual Prospects / for Review, 1976-1977
(looseleaf binder)
- Campaign Operating Committee - Individual and Foundation Prospects, 1975-1976 (looseleaf binder)
- Alumni and Friends - Major Prospects of \$100,000 and over, 1978 (looseleaf binder)
- Deferred Giving - Manual of Information for Development Officers and Fund Raisers of Charitable Organizations (Revised 1968), by the Educational Fund Raisers Institute, Inc. (looseleaf binder)
- Faculty of Arts and Sciences Departments - Development Strategies, Fall 1979
(looseleaf binder)

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Box 3 UPS Foundation (formerly called 1907 Foundation) Advisory Committee Minutes, 1966-1979 (looseleaf binder)

The Program of National Decisions, Department of Political Science, PAS, 1977-1978 (photos of notables included) (looseleaf binder)

Program for the Eighties - Foundation Proposals (3 looseleaf binders)
[*The following are the alphabetical and categorical indexes to the proposals*]:

Alphabetical index

Adler, Robert P.

Alexander, Joseph Foundation

Aluminum Company of America - ALCOA

American Can Co. - MRA Fellowships

American Standard

ARA - Center for the Study of the Service Sector

Bank of America

"Big Eight"/Advanced Education and Research

Borg-Warner Corp.

Busch, August A.

Chase Manhattan Bank

Chemical Bank

CIT Financial Corp.

Citicorp

The Continental Group

Corning Glass Works

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Box 3 Program for the Eighties - Foundation Proposals (3 looseleaf binders)
 Categorical index
 Center for the Study of Organizational Innovation (cont.)

General Electric Co.

General Foods Corp.

Gulf Oil Foundation

Honeywell Bull

International Business Machines

United States Steel Corp.

Center for the Study of Service Sector

Computer Center

Digital Equipment Corp./DEC-10

Dietrich Hall Renovation

August A. Busch III

Borg-Warner Corp.

FMC Corp.

Ford Corp.

Girard Bank

Kresge Foundation

Alfred L. Morse

MacAndrews & Forbes Co.

Harold Price

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- Box 3 Program for the Eighties - Foundation Proposals (3 looseleaf binders)
 Categorical index
 Dietrich Hall Renovation (cont.)

 Progress Report (Renovation, D.H.)

 Reynolds Metal Co. - see also Fellowship Fund

 Decision Science Unit

 Decision Sciences Professorship

 International Business Machines

 United States Steel Corp. - Management Information
 Systems

 Economics

 Prudential Insurance Company of America - Fellowship in
 Inflation Research

 Fellowships

 Alcoa - Public Policy

 American Can Co.

 August A. Busch III

 CIT Financial Corp.

 DuPont - Management and Technology

 Elliott White Springs Foundation - MBA,

 Wad Corp.

 Richard King Mellon Foundation

 Northwestern Mutual Life Insurance Co. - Insurance

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Box 3 Program for the Eighties - Foundation Proposals (3 looseleaf binders)
 Categorical index
 Fellowships (cont.)

PepsiCo - International Affairs

Prudential Insurance Company of America - Inflation
Research

Reynolds Metals

Smith Kline Corp. - Health Care Management

Health Care Management

Henry J. Kaiser Family Foundation

Smith Kline Corp. - Fellowships

Insurance

Marsh and McLennan, Inc.

Metropolitan Life Insurance Co. - Fred H. Ecker
Professorship

Northwestern Mutual Life Insurance Co. - Fellowships

International Affairs

PepsiCo - Fellowships

Peter Wallenberg

Xerox (memo for discussion; International Business
Management proposal)

International Banking & Finance

Citicorp

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Box 3 Program for the Eighties - Foundation Proposals (3 looseleaf binders)
 Categorical index
 International Banking & Finance (cont.)

 Chase Manhattan Bank

 Chemical Bank

 Kresge Foundation

 Management Department

 American Standard

 PepsiCo - Strategic Management

 Robert A. Adler - Entrepreneurial Center

 Rapid American Corp. - Entrepreneurial Center

 Texaco, Inc.

 Management and Technology

 E.I. duPont de Nemours Co.

 Exxon Corp.

 General Telephone and Electronics Corp.

 Monsanto Corp.

 Sun Co.

 Texaco, Inc.

 Minorities

 Coming Glass Works

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Box 3 Program for the Eighties - Foundation Proposals (3 looseleaf binders)
 Categorical index
 Minorities (cont.)

 First Pennsylvania Corp.

 Mobil Oil Corp.

 Marketing Department

 PepsiCo

 United States Steel Corp. - Center for Consumer Research

 Multinational

 American Standard

 Xerox

 Professorships

 August A. Busch III

 Richard K. Mellon - Finance - John A. Mayer

 Metropolitan Life Insurance Co. - Frederick H. Ecker

 Price Waterhouse - Accounting Department - endowed
 chair

 Public Management Program

 Charles Revson Foundation

 Research

 E. I. duPont de Nemours Company

 Exxon Corp.

